

VetPartners Group Limited

Mid-Year Update Report for the Six Months to 31 December 2021

The Group's mission is to deliver the best possible care for animals and clients and to provide a secure home for veterinary practices and our people. We deliver this by working as true partners; investing in people and infrastructure and by listening and evolving.

VetPartners' vision is to be the veterinary group of choice for employees, customers, owners of veterinary practices and related businesses as well as other key stakeholders and suppliers.

The Group has continued to expand both organically and by acquisition benefiting from the fact that, throughout Europe, pet ownership increased significantly during the pandemic contributing to additional demand for veterinary services, particularly in the Small Animal sector.

The results for the six months to 31 December 2021 show that the Group has continued to grow with revenues up significantly compared to both the six months to 31 December 2020 and also compared to the six months to 30 June 2021 preserving a high percentage gross margin whilst maintaining people costs at a consistent level as a percentage of turnover.

Although the acquisition market has matured in the UK, the Group has continued to complete acquisitions with a further six UK practices joining the Group - most notably Goddards Veterinary Group, a small animal practice operating from 47 sites across Greater London. The Group is now focusing on improving its operational efficiencies and has purchased a bespoke Practice Management System which is due to be rolled out across the majority of the practices.

The Group is also looking to enhance its customer experience by developing its digital offering to make the booking process seamless and more efficient, amongst other improvements.

Outside the UK, the Group has accelerated its expansion into continental Europe with seven new practices in Italy, eight in France, two in Spain, one in Germany and the acquisition of Swiss Vet Group, comprising nine practices, with more potential acquisitions in each of these countries.

The Group is continuing to invest in infrastructure throughout the UK with an extensive programme of renovations and refurbishments with new state of the art facilities being built in Bridgend, Kettering and Deeside amongst others.

The Group has renewed its commitment to the environment with a new Sustainability Strategy seeking to reduce the Group's carbon footprint, reduce energy use by 20% in the next five years and diverting at least 90% of waste away from landfill and a pledge to recycle more than 2 million items of PPE during 2021.

As well as looking to enhance its facilities and infrastructure the Group is also committed to developing its management teams at all levels.